

QUESTIONS AND GSA RESPONSES 4

February 27, 2006

147. Attachment J-4, Service Offering Table, page J-18: It is not clear where end-to-end services should be placed, like an Satellite Internet Access Service. Would this be under transport/FSS/VSAT or would another column be added to either Service Type I or Service Type II sections?

GSA RESPONSE: Services that simply supply access to transport services are Service Type I. Services that include more than simple transport capabilities, (e.g., include a configured commercial software application that resides at the user's equipment, e-mail access and accounts) would be classified as Service Type II.

148. If the Offeror has multiple different Satellite applications Service where he has identified interest by Govt agencies, does he add several columns to the table if it does not fit in the current table descriptions?

GSA RESPONSE: If the offeror proposes Satellite Applications Services beyond the list of services identified in the RFP, then the offeror may add columns to Table J-4 to identify those commercial services.

149. Section L, L.8.3 Past performance (Tab C) – Past Performance Evaluation: If the Offeror has multiple teammates which are providing services under the proposal which the Offeror has not himself provided before, should the teammate submit a Past Performance Information Sheet to his customer?

GSA RESPONSE: No. Past Performance Information Sheets are only for the Prime contractor's experience. See Section M.3. Offerors without Past Performance information, shall receive a neutral rating.

150. Section H.6 Electronic Access to Contract Via Internet: This section states that the redacted version of the contract shall be made available on the Internet and the redacted version of the contract shall include current contract period pricing. Does this mean that such pricing, considered proprietary information by many commercial companies, must be disclosed and available for all to view, or can a mechanism be established, as in the previous contract, to allow only Government and other authorized users, to view the priced version? A separate, unpriced version can be made available for anyone to view.

GSA RESPONSE: The RFP states "the redacted version of the contract shall include current contract period pricing". The contractor may control access to the contract pricing for Government and non-government viewers.

151. Section I.1.1, Clauses Incorporated by Reference, page I-1: 52.215-17
Waiver of Facilities Capital Cost of Money. Is this a hard requirement or is it negotiable?

GSA RESPONSE: Clause 52.215-17 Waiver of Facilities Capital Cost of Money was incorporated in the RFP because this procurement is not expected to result in contract(s) that are subject to the cost principles for contracts with commercial organizations.

152. Section L.7.5 Subcontracting Plan: Do you have any guidance on how to prepare a subcontracting plan for an IDIQ contract where we do not know the ceiling value of the contract and do not necessarily have an idea which particular offerings will be purchased by the Government? Also, is it acceptable to estimate percentages of the revenue going to small businesses rather than a fixed dollar value?

GSA RESPONSE: L.7.5 requests the Offeror to “provide a *draft* subcontracting plan to be negotiated prior to award” based on the Offerors proposal. FAR 19.704 Subcontracting plan requirements identifies the requirements of a subcontracting plan.

153. Page B-1: Section 2: MSS is used for some of the services listed. For example, MSS services can be used in Emergency Response and COOP. Given the context, it is difficult to determine if GSA wants physical support in case of emergency or if they need us present in their contingency operational support. What are GSA’s intentions on this issue?

GSA RESPONSE: page B-1, Section 2 refers to Service Type II Satellite Application Services. Basic MSS shall be proposed as part of Service Type I transport services. In addition, offerors may propose levels of support that can be applied to Emergency Response and COOP.

154. Page B-2: Section 3: It is unclear if the elements listed in 3a-I are required to be provided for Service Types I and II. For example, for MSS, we can support a limited amount of design, engineering maintenance, initial configuration, installation, and training; however, for MSS implementation, Customer Care and help desk, the support is provided by our vendors. Is it permissible for a prime contractor to provide support elements from subcontractor/vendors where they can not be provided by the prime?

GSA RESPONSE: Yes, as long as the vendors price for that support is included in the prime’s proposed price for that service

155. Section C.3.1.2-1 states: “The Offeror shall provide full-duplex, half-duplex, and simplex transmission service of voice, data, and video traffic for point-to-point and point-to-multipoint configurations. The service may use any

available satellites operating in C-band, Ku-band, Ka-band, and other commercial bands. The offeror shall identify proposed service categories, uplink and downlink bandwidths using Table C-3.” Uplink and downlink bandwidths are variable and based on user requirements. How then does GSA recommend this Table C-3 be completed?

GSA RESPONSE: The offeror shall use Table C-3 to identify and provide pricing for all bandwidths or bandwidth ranges they wish to propose.

156. Section C.3.1.2.1 Item 1. The service is described as “transmission service”, Does this include the use of a teleport in addition to the space segment? How do we know or determine what amount of bandwidth is required for voice, data and video? Is the bandwidth specified in terms of MHz or Mbps?

GSA RESPONSE: Yes, teleport access can be included as part of the transmission service if it is required to support the bandwidth transmission. The offeror shall identify and price all bandwidths they wish to proposed in either MHz or Mbps. Exact bandwidth requirements will be determined on a task order basis.

157. Section C.3.1.2.1 Item 4. Please provide GSA’s definition of bandwidth scheduling and reservation on a group basis.” This section seems to refer to a DVB system for distributing data or video to a group of remote sites with the ability to authorize and de-authorize and de-authorize remote reception.

GSA RESPONSE: The Offeror’s assumption is correct.

158. Section C.3(a); Service type III: Satellite Design, Engineering and Maintenance Services. The work to be performed under Service Type III is loosely defined (as shown in the section title). As such it is very difficult and potentially risk inherent for a contractor to bid a firm fixed price for service and/or equipment that is so broadly defined, without running the risk of bidding an all inclusive price that is too high. In order to minimize risk, the description of this Service Type lends itself well to the development of fixed-price labor hours to be included in the contract. Establishing fixed price labor hours at the prime contract level will then allow for proposal development at the task order level. The current CLIN structure for pricing does not permit this. Service Type IV includes the various types of professional staff members similar to those required to potentially support the requirements of Service Type III; would GSA permit the use of the same labor categories and the labor category requirements (at C.3.4.1) for work performed under Service Type III?

GSA RESPONSE: Fixed price services are a requirement of the RFP. The use of individual labor categories are not permitted under Service Type

III. Offerors may propose levels of support that can be applied to each service.

159. Relative to C.3.4 Service Type IV: Satellite Professional Support Services (Small Business Set-Aside) which states:

Satellite Professional Support Services are set-aside for Small Businesses. These service shall be provided independent of the delivery of Type I, II and III services. Professional Support Services include abstract or concept studies and analysis, strategic and preliminary planning, requirements definition and analysis, the evaluation of alternative technical approaches, modeling and simulation, enterprise architecture design, cost/cost-performance trade-off analysis, feasibility analysis, regulatory compliance support, system engineering, independent verification and validation, and Information Assurance certification and accreditation. By providing services under the Services Type IV category, the prime is introducing elements of conflict of interest in the delivery of Service Types I, II, and III. How does GSA expect the SB prime to handle this when they are able to conduct preliminary planning, requirements definition and analysis? The category even includes evaluation of alternative technical approaches, M&S, and enterprise architecture design. What is the official GSA position on this? Recommend a "cut out" or mandatory firewall.

GSA RESPONSE: See response to question #61.

160. Section I.2.3 states that "Such orders may be issued for twelve months commencing on the effective date of the contract." Please clarify whether individual delivery orders placed under the contract may exceed a twelve-month period of performance.

GSA RESPONSE: I.2.5 Indefinite Quantity--FAR Clause 52.216-22 (d) which states "Any order issued during the effective period of this contract and not completed within that period shall be completed by the Contractor within the time specified in the order. The contract shall govern the Contractor's and Government's rights and obligations with respect to that order to the same extent s if the order were completed during the contract's effective period; provided, that the Contractor shall not be required to make any deliveries under this contract after 6 months after the expiration date of the contract."

161. Task Order competitor's and awards (a) will they all be competed, (b) will there always be a task order RFP issued, (c) can the government issue task orders against a contract with no prior contractor task order proposal.

GSA RESPONSE: (a) & (b) Task orders will be issued by individual agencies and are to be issued in accordance with FAR 16.505(b) providing

each awardee a fair opportunity to be considered for each order exceeding \$2,500. The Task Order Contracting Officer may exercise broad discretion in developing appropriate order placement procedures. (c) A task/delivery order can only be issued for a service/product that is currently on a contractor's contract. Also see response to Question #44.

162. The SATCOM-II solicitation does not specify the NAICS that will be used to determine the small business size standard. We believe questions were posed at the pre-proposal conference on February 14, 2006, but no response has yet been published. Further, since this is a recompetition of the previous SATCOM contract, we can only assume that NAICS 517410, with a size limitation of \$12.5 million previously used, is likewise considered for this solicitation. If this is the case, we ask for GSA's consideration in changing the NAICS to 334220, with a size limitation of 750 employees, for the following reasons. The primary reason for the NAICS change request is to allow companies, who are normally considered small businesses in other solicitations with similar size and scope, to compete as such. This solicitation clearly desires companies with a robust past performance portfolio to meet all the service type requirements. However, the \$12.5 million limitation in NAICS 517410 is prohibitive to small businesses with an established past performance portfolio and forces them to compete with large corporations with over 1500 employees. In further delving into the NAICS 517410 definition, we find that this size standard is likewise restrictive of the scope of this solicitation. The definition states "This industry comprises establishments primarily engaged in providing point-to-point telecommunications services to other establishments in the telecommunications and broadcasting industries by forwarding and receiving communications signals via a system or reselling satellite telecommunications." Corresponding Index Entries for NAICS 517410 include the following, but **does not address the specific applications** required under the SATCOM-II solicitation to meet GSA's requirement to provide an expanded range of end-to-end satellite solutions for government agencies. In comparison, NAICS 334220 definition states, "This industry comprises establishments primarily engaged in manufacturing radio and television broadcast and wireless communications equipment. Examples of products made by these establishments are: **transmitting and receiving antennas, cable television equipment, GPS equipment, pagers, cellular phones, mobile communications equipment, and radio and television studio and broadcasting equipment.**" Although the definition refers to manufacturing, it nonetheless includes the provisioning of equipment necessary to facilitate the operations of specific applications required under the SATCOM-II solicitation including Mobile Satellite Services and the various applications required under Service Type II, Service Application Services including distance learning, telemedicine, streaming video and broadcast satellite services. We believe that by establishing NAICS 334220 as the small business size standard for the SATCOM-II GSA will meet their past

performance criteria within both the small and large businesses arena, while expanding the competitive range between viable small businesses with an established past performance portfolio within the small business set-aside requirements. It further precludes unfair competition between large businesses and viable small businesses forced to compete as a large business due to the size limitation of NAICS 517410.

GSA RESPONSE: The initial Synopsis posted on FedBizOpps identified the NAICS as 517410. The NAICS remains as stated in the RFP. The services listed under NAICS 517410 best meet GSA's requirements.

163. Can a small business team with a large prime and still bid Type IV Services?

GSA RESPONSE: See response to Question #51.

164. Question 12 from the first posted responses is very critical for us to get resolved and clarification on how many total Past Performance letters need to be provided and by whom. If we are offering four categories of Service Type I and several of those categories have multiple subcontractor providers, such as satellite bandwidth in a region, do we just need a single letter from one of the subcontractor's customers? By my reading of the RFP, only one letter per category is what is desired (L.8.3, para. 2: "The total number of Past Performance Information Sheets supplied shall not exceed the number of services offered.") If there is not going to be an extension it will be difficult to get all letters sent and responded to if every subcontractor provider in every service type category must have one.

GSA RESPONSE: Past Performance Information sheets should be submitted for the Prime contractor's past performance only, not for subcontractors. Past Performance Information sheets are required for each service offered within a service type. Section L.8.3, para. 2 of the RFP also states: "For example, if the offeror proposes three types of MSS services, then a "Past Performance Information Sheet" shall be submitted for all three types." Section M.3 of the RFP states: "In the case of an Offeror that does not have past performance information, or in the case where information on past performance is not available, the Offeror shall receive a neutral rating under the past performance factor."

165. Can a large company, who is quoting Types I, II and III, have as a subcontractor, or teaming partner, a Small Company for the purpose of quoting the Type IV SB Set-Aside requirement? In other words, the large company would "prime" the quote and be responsible for Types I, II, and III, and would have on its team a Small Company that would receive all of the Type IV efforts.

GSA RESPONSE: No.

166. Section C.1.5—Will GSA assisted ordering and billing Task Orders be presented as a Statement of Work with suggested CLINs, or will bidders choose the appropriate CLINs from within their successful RFP response?

GSA RESPONSE: The format of any satellite task/delivery order will be determined by the individual task ordering Contracting Officer.

167. Section C.1.5—Once a contract is awarded, what are the competition requirements for the Direct Order/Direct Bill scenario? Does GSA require advance notice before a contractor takes an order?

GSA RESPONSE: See the response to question #161. No, GSA does not require advance notice as long as the items provided under the task order are already on the contract.

168. Section L.8.1 states “The offeror shall submit a “Past Performance Information Sheet For each Service Type offered and each type of service offered within a service type.” This appears to indicate that if an offeror bids on Service Type II: Satellite Applications Services, a past performance is required for the Service Type itself AND one for each specific service within that Service Type. However, the next paragraph states ‘The total number of “Past Performance Information Sheets” supplied shall not exceed the number of services offered.’ These statements appear to be in conflict with one another. Please clarify.

GSA RESPONSE: To clarify: Past Performance Information sheets are required for each service offered within a service type. Section L.8.3, para. 2 of the RFP also states: “For example, if the offeror proposes three types of MSS services, then a “Past Performance Information Sheet” shall be submitted for all three types.” In this case, additional Past Performance Information Sheet for the service type itself would not be required.

169. Section L.8.3—Please define how ‘type of service’ is characterized (for Past Performance) with regard to Service Type I. For example, would an individual past performance for quick deploy applications, raw satellite bandwidth, fly-away terminals fixed VSAT terminals, auto-point terminals, voice applications, video applications, internet applications, teleport services, etc be acceptable?

GSA RESPONSE: Section C.3.1.2 of the RFP states: Fixed Satellite Services is satellite based transmission to support agency networks and mission critical applications such as wide band video. FSS also includes transportable terminals for use in any emergency response or quick deployable applications. Using your example, raw satellite

bandwidth, fly-away terminals, fixed VSAT terminals, auto-point terminals, video applications, and teleport services, all would be classified as Service Type I. However, quick deploy applications, voice applications, internet applications, should be classified as Service Type II, Satellite Applications Services. The past performance information sheet can incorporate multiple services within a Service Type only if, each of those services are clearly identified, and responses include a complete set of past performance information for each service.

170. Section M.1 states “All factors are equal in importance.” This indicates that all four areas identified are worth 25% each. However, the same paragraph states “Technical, past performance, and management factors when **combined** are more important than price.” Following the logic above, the three factors (technical, past performance, and management) would be worth a combined 75%. Please advise on whether we are interpreting this correctly.

GSA RESPONSE: Your interpretation is correct.

171. The RFP requires pricing to be valid for up to 180 days. When does GSA anticipate awarding this effort?

GSA RESPONSE: The timing of the award will depend on the number and quality of proposals received. Contracts will be awarded upon completion of evaluations, and negotiations if required.

172. Can a Small Business bidding Service Type IV also participate on a LB team?

GSA RESPONSE: Yes. However, please see response to question #s 52 and 61.

173. Will the prices proposed by the successful bidders be published or otherwise made available by GSA to the general public (e.g., posted on a publicly accessible GSA website, such as is the case with the GSA MAS)?

GSA RESPONSE: GSA will not make contract prices available to the general public. Section H.6 of the RFP states that: “Upon receiving an award, the contractor shall make the redacted version of the contract accessible via the Internet”. Although the RFP also states “the redacted version of the contract shall include current contract period pricing”, the contractor may control access to the contract pricing for Government and non-government viewers.

174. Will the prices proposed by the successful bidders to published or otherwise made available by GSA to U.S. government users (e.g., posted on a GSA website, but restricted to U.S. government inquiries only)?

GSA RESPONSE: GSA will not post contract prices on a GSA website. Please see response to Question # 173.

175. Section C.1.2 advises prospective offerors that all pricing proposed shall be “equal to or better” than that offered commercially but that further discounts may be negotiated at the Task Order level. Is it correct to assume that additional discounts (below that proposed by prime contractors in Section B pricing tables) may be sought/negotiated between government customers and the primes; the primes and their respective subcontractors; or/or both?

GSA RESPONSE: Additional discounts on contract pricing may be negotiated between the Government customers and the primes on a task order basis.

176. Section C.1.3 GSA indicates that there will be continuous competition among the vendors throughout the life of the acquisition. Does GSA envision that competition for task orders will occur on a least two major levels: e.g., (1) between SATCOM-II prime contractor (systems integrator/solutions provider) as they compete for government agency task orders, and (2) between prospective subcontractors as they compete to develop technically sufficient and low-cost solutions to the primes in response to agency requirements?

GSA RESPONSE: Task orders will be competed between and awarded to prime contractors—extent of competition is determined by task/delivery order Contracting Officers. GSA is soliciting commercial services not developmental services. Services offered to government customers must exist as fixed price CLINs under the prime’s contract.

177. Section C.1.3 GSA advises that there will be continuous competition among the SATCOM-II primes/vendors throughout the life of the acquisition. Does GSA envision continuous competition taking place at both the prime contractor and subcontractor levels?

GSA RESPONSE: Task orders will be competed between and awarded to prime contractors—extent of competition is determined by task/delivery order Contracting Officers.

178. Does GSA envision that the SATCOM-II procurement process involving negotiation of task orders will be similar to the current DISA satellite

services procurement process, whereby DSTS-G vendors seek to identify technically sufficient and low-cost solutions to DOD user needs and to involve all feasible service providers in doing so?

GSA RESPONSE: Task/delivery orders will be competed between and awarded to Prime contractors. The task order Contracting Officer may exercise broad discretion in developing appropriate order placement procedures. GSA is soliciting commercial services not developmental services. Services offered to government customers must exist as fixed price CLINs under the prime's contract.

179. Will SATCOM-II prime contractors be required by a FAR clause or any other applicable regulation in their GSA contracts to select subcontractors to provide task order support on a competitive basis (e.g., wherein SATCOM-II vendors seek to identify technically sufficient and low-cost solutions in response to government end-user needs and to involve all feasible service providers in doing so)?

GSA RESPONSE: See response to Question #178.

180. Will satellite operators be given the opportunity post-award to support successful SATCOM-II bidders by competing for subcontracts associated with agency task orders?

GSA RESPONSE: Post award opportunities for subcontracts in support of Prime contracts are determined by the Prime. Task/delivery orders will be competed between and awarded to Prime contractors. The task order Contracting Officer may exercise broad discretion in developing appropriate order placement procedures. Services offered to government customers must exist as fixed price CLINs under the prime's contract.

181. Will SATCOM-II awardees be restricted to proposing solutions for task order requirements based on services offered by the subcontractors as defined in the respective proposals submitted by the SATCOM-II prime contractors? Will SATCOM-II primes be limited to using only those team members – so identified in their proposals – to support task orders?

GSA RESPONSE: See response to question #44.

182. Will successful SATCOM-II bidders be given the flexibility to design technically responsive and least-cost solutions to agency requirements/associated with specific task orders by soliciting solutions from all feasible service providers—not just those identified in our SATCOM-II proposal (which was used as the basis for evaluation and award by GSA)?

GSA RESPONSE: GSA is soliciting commercial services not developmental services. Services offered to government customers must exist as fixed price CLINs under the prime's contract. Also see response to question #s 44.

183. Will satellite operators be barred from competing as potential service providers to the SATCOM-II prime contractors for task orders if they and their services are not described in the respective proposals submitted by prime contractor bidders in the SATCOM-II proposals submitted by them and used by GSA as the basis for evaluation and contract award?

GSA RESPONSE: Services offered to government customers must exist as fixed price CLINs under the contract. See response to question #s 44.

184. Please clarify what information is being requested of bidders in Section C.3.1.2.1., item number 10: "The Offeror shall propose its commercial methods to ensure that data and protocol transparency".

GSA RESPONSE: The offeror shall propose services that provide data and protocol transparency. Per Newton's Telecom Dictionary: "A data communications mode that allows equipment to send and receive bit patterns of virtually any form. The user is unaware that he is transmitting to a machine that receives faster or slower, or transmits to him faster or slower, or in a different bit pattern. All translations are done somewhere in the network. He is unaware of the changes occurring—they are transparent."

185. Our small business had intended to bid a portion of the SATCOM-II contract. However, your answers during the pre-proposal conference indicate we must bid for service types 1-3 as well as service type 4. We have satellite expertise, but clearly do not have satellite constellations with which to provide services—as no small business could. We believe you are severely limiting small business participation in this contract, as only those firms with pre-existing relationships can hope to provide service types 1-3. We also believe limiting competition this way may result in more costly pricing for the Government. Is there any possibility of decoupling the small business bids from the requirement to bid service-types 1-3?

GSA RESPONSE: No. Offerors are not required to own satellite constellations to propose Service Types I, II, or III. GSA believes that this procurement offers fair opportunity to both Large and Small Businesses.

186. Is the requirement to provide a reference for each proposed Service Offering correlated to each Satellite Application Service proposed under Service Type II?

GSA RESPONSE: Yes, the offeror's assumption is correct.

187. Will GSA award a contract for a subset of Service Types proposed by an offeror?

GSA RESPONSE: Yes, as long as the Mandatory Service requirements stated in the RFP, Section C.3, page C-2, are met.

188. Will GSA award a contract for a subset of Service Offerings with a Service Type proposed by an offeror?

GSA RESPONSE: GSA may award a contract for a subset of Service Offerings within a service type as long as the minimum requirements are met for that service type.

189. M.2 to M.4—Will GSA provide the proper Section Headers?

GSA RESPONSE: The Section Headers in the RFP are correct.

190. Currently, the Price Proposal is fairly “free form” for Service Types 1, 2, and 3 in terms of how offerors complete the Pricing Tables and otherwise bid. This situation may make it difficult for an offeror's bid to be evaluated comparing like to like. Also, incumbents under the current SATCOM contract enjoy a significant advantage over new entrants since they possess considerable knowledge of customer demand by Service Type. How will GSA ensure a level playing field? Will GSA provide a forecast or quantities of the Services expected to be used on the SATCOM-II contract?

GSA RESPONSE: See response to question #99. Quantities will be determined by individual task/delivery orders.

191. Can offerors propose a “range” in the quantity column of the pricing CLINs if the per unit price is not going to change over that range?

GSA RESPONSE: Yes.

192. C.2 Scope The scope of this acquisition includes all national and international services necessary for the Government to satisfy its worldwide commercial satellite communications solutions. The minimum requirement is only coverage in the 48 contiguous states and the District of Columbia (CONUS). Is this minimum requirement consistent with the requirement for international service under the scope?

GSA RESPONSE: See response to Question #37 posted on FedBizOpps on 2/22/06.

193. Would the Government consider waiving the CONUS requirement in order to optimize solutions for international requirements?

GSA RESPONSE: No.

194. On Ramp Off Ramp Capabilities within this solicitation—Will the government consider adding provisions to this solicitation, which provide on ramp, off ramp requirements similar to those used in other GSA request for proposals? If so, to facilitate this modification quickly, could the relevant clauses from either GSA's NETWORX or ALLIANT RFP's be moved into this solicitation?

GSA RESPONSE: No.

195. Service Type III, Q&A Answer 12: The government may be requiring that a prime contractor refrain from using the Past Performance of either a subcontractor or team member to meet the provisions of Past Performance for the mandatory functional Service Type III. Where the prime contractor's best commercial practices employ the services of support specialist firms to meet the customer requirement, will GSA allow the prime to show past performance references consistent with this method of business operation?

GSA RESPONSE: Please see response to Question #75 posted on FedBizOpps on 2/22/06.

196. C.3.3 "Service Type III: Design, Engineering, and Maintenance Support Services". Typically little or no design and engineering services are required in support of MSS. Please describe in more detail and provide examples of what you expect in the way of engineering tasks and services.

GSA RESPONSE: Section C.3.3.1 of the RFP identifies design and engineering services: "Design and engineering services shall include, but are not limited to the following: site surveys, developing specifications, drawings, reports, schedules and other related work products, configuration, implementation and installation." For MSS, service activation is an example of configuration and implementation.

197. G.4.2—"Monthly Revenue Report": "Reporting Period"—If December services are billed in January (invoice dated Jan xx) would they be reported in the January 1-31 reporting period and due on February 15 or the December 1-31 reporting period and due on January 15?

GSA RESPONSE: The December 1-31 reporting period and due on January 15.

- 198.G.4.2—"Monthly Revenue Report": "GSA Management Fee Collected."
Does this mean that the contractor is required to bill the agency separately for the 2% GSA Management Fee?

GSA RESPONSE: No, the contractor shall not invoice for the GSA Management Fee as a separate line item. This 2% fee shall be included in the contract CLIN pricing in Section B. The GSA Management Fee Collected is 2% of the total amount received in payment from the Federal agency.

- 199.G.4.2—Remaining Balance of Un-remitted GSA Management Fee"—please define.

GSA RESPONSE: Remaining Balance of Un-remitted GSA Management Fee – The total dollar amount remaining for the un-remitted GSA Management Fee. For example: A task/delivery order for \$20,000 would require the contractor to remit \$400 (\$20,000 X 2%) to GSA for the Management Fee. Upon receipt of payment from the Federal customer, the contractor shall remit 2% of the payment amount to GSA for the Management Fee. If the contractor does not submit the total \$400 for one reporting period, the contractor shall carry forward the remaining balance until all fees are remitted.

- 200.G.4.2. Is the intent of the Monthly Revenue Report for the contractor to show what has been invoiced under the GSA contract each month, and then indicate on the reports when those invoices are paid and the fee remitted to GSA by updating the past reports with the current month's report?

GSA RESPONSE: Yes.

- 201.I.2.4—"Order Limitations": Clause (a) suggests that the minimum order is \$2,500. How does this reconcile with Section H.3 where the minimum revenue guaranteed amount for each award will be \$100? Are we to understand that an order could be issued for only \$100?

GSA RESPONSE: The minimum revenue guaranteed amount is what a contractor would receive at the end of the contract period even if they had received no orders during the contract period. It does not mean a contractor could be issued an order for only \$100.

- 202.C.3.1.2 "Fixed Satellite Service (FSS)"—We assume that any terrestrial/land-line transmission requirements are covered by FTS2001

procurement procedures or other existing methods. If this is the case, may the Offeror also assume that the point of demarcation (hand-off to the customer) for both sides of the link is the satellite modem/platform interface to the local terrestrial network at the earth station, whether it be an Internet/Intranet/LAN connection or public/private landline long-distance connection.

GSA RESPONSE: The offeror is correct in assuming that terrestrial transmission requirements are beyond the scope of this procurement. The point of demarcation for satellite service delivery depends upon the type of service delivered (i.e. MSS, FSS, or Applications).

203.C.3.1.2—Is it mandatory for an offeror to offer all lease periods; in other words, is it acceptable for an offeror to only offer lease periods of 1 month duration or longer?

GSA RESPONSE: The RFP states: “The Offeror shall propose satellite services on renewable terms with durations of one (1) hours, one(1) day, one (1) week, monthly, one (1) year and greater than one (1) year as required by the task/delivery order.” If the offeror only offers lease period of 1 month duration or longer, then it cannot offer lease terms for other periods unless they are fixed price CLINs on the contract.

204.C.3.1.2.1, paragraph 1, requirement for half-duplex. Half-duplex transmission is not applicable to FSS due to the inherent latency over RFSS channels. Request the Government delete or clarify its requirement for half-duplex under FSS services.

GSA RESPONSE: GSA agrees that half-duplex transmission over FSS channels will have inherent latency limitations. However, the RFP remains as stated.

205.C.3.2 Service Type II: “Satellite Application Service”. Since the Customer Premise Equipment (CPE), for many of these applications, is located some distance away from the earth station, may we make the same assumption for the land-line interconnection as Question #202?

GSA RESPONSE: Terrestrial transmission requirements are beyond the scope of this procurement.

206.Is an Offeror of C.3.2.3 “Telemedicine” and/or C.3.2.4 “Streaming Video” required to specifically quote end-user hardware/software, or is the offer of satellite links capable of supporting the services sufficient to meet the RFP document requirements?

GSA RESPONSE: Satellite links and equipment capable of supporting Satellite Applications Services are classified as Transport Services, Service Type I. In Service Type II, the offeror is required to identify and price all services and equipment beyond basic transport services required to provide the proposed application service.

207. Section I; paragraph I.2.4, Order Limitations—Is it acceptable for an offeror to refuse an Order issued to it under the Contract? Due to the unpredictability of requirements and the ID/IQ nature of this vehicle, multiple circumstances could prevail that would make a contractor unable to fulfill an Order. Examples include unavailability of ordered bandwidth, ordered hardware and services are incorrectly configured or technically infeasible, and licensing complications in foreign countries.

GSA RESPONSE: Using the example of inability to provide bandwidth from a third party carrier based on market circumstances: Government customers have the requirement to exercise Fair Opportunity per FAR 16.505. In response to a task order solicitation from the government, offerors shall only propose services that are on their contract and can be provided at that time.

208. Section L.8.2 Technical (Tab B) specifies “the offeror shall address the following items regarding technical capabilities.” The seventh bullet states “submit all appropriate commercial documentation at the time of proposal submission.” Please clarify. Does this mean the documentation should be bound within Tab b? If so, does it count against the page limitation of the Technical Volume? Is it the expectation of the Government that the offeror will submit documentation including maintenance and installation manuals or cutsheets and technical brochures?

GSA RESPONSE: The offeror shall provide material that identifies or clarifies the proposed services and/or equipment. Maintenance and Installation manuals are not required or desired in response to this solicitation.

209. The Government has clearly indicated that Service Type III pricing is to be FFP. Since Service Type III in the solicitation provides little definition regarding specific tasks with specific durations it is difficult to price FFP on some of the Type III Service subfactors. Would the Government provide directions and guidelines on how to bound the scope of work for each subfactor in order that each bidder is pricing the similar or equivalent work. As examples: a) What kind of effort is anticipated for each subfactor? Design and engineering service is a very broad topic to price as FFP; 2) Is the work performed CONUS, OCONUS or SWA?

GSA RESPONSE: The Offeror shall define the work products to be priced. Services may be required to meet CONUS, OCONUS, or Source Water Area on a task order basis.

- 210.Regarding the requirement for Mobile Satellite Services (Inmarsat, Iridium and Globalstar) as noted in the RFP, page C-2, para C.3.1.1.1. Unlike FSS Services, the performance metrics for Inmarsat, Globalstar and Iridium are largely outside the control of the reseller of airtime and equipment on these networks. For example, satellite network performance is determined by Inmarsat and does not vary as a function of the provider of the equipment. Equipment performance is specified by Inmarsat, developed by manufacturers and type approved by Inmarsat. Similarly, performance on the voice networks (Iridium etc.) is a function of the satellite network and the PSTN network that terminates the call and not impacted by the distribution channel that wholesales the service. FSS solutions are different in that the solution provider designs the VSAT solution, performs link budgets, selects equipment with suitable performance and/or contracts for suitable satellite bandwidth. Metrics within the purview of the distribution channel are more in the area of performance on activations, response time for trouble calls and other forms of customer support. Request the Government provide clarification on the metrics desired for MSS Services.

GSA RESPONSE: GSA understands that some performance metrics that would be identified in RFP Table C-2 could be determined by the third party service provider. The metrics are required to allow potential task order users to determine the applicability and sufficiency of these services for their specific task/delivery order requirements.

- 211.Section C, Page C-8, Paragraph C.3.3—This section includes requirements for Design and Engineering Services; Ongoing Maintenance and Operational Support Services; Customer Care and Helpdesk Support; and Training. Service Type III does not include a requirement for systems integration services. Corresponding portions of Section M also fail to provide for system integration services. With the continual advance of Satellite based technology, systems, standards, and protocols, it is highly likely that system integration activities will be required to ensure Government access to these emerging capabilities. We recommend that Systems Integration Services be added by revising the text of C.3.3a to read “Design, Engineering, and Systems Integration Services.” We further recommend that paragraph C.3.3.1 be expanded to include systems integration and that associated portions of Section M be revised to include systems integration services into the evaluation criteria.

GSA RESPONSE: See response to Question #49 posted on FedBizOpps on 2/22/06.

212. Section L, Page L-16, Paragraph L.11—The RFP states: “The Government intends to disclose proposals received in response to this solicitation to non-government evaluators. In recognition of the large number of commercial companies participating in the Satcom products, systems, and services marketplaces and the potential for unintentional conflicts of interest, will the Government consider disclosing to all bidders, the company/corporate identity/identities of the non-government evaluators to be used? We recommend that the Government disclose to all bidders, the company/corporate identity/identities of the non-government evaluators to be used.

GSA RESPONSE: This information is considered “Source Selection Information” as defined in FAR 2.101 and is not releasable.